

Copenhagen, March 29, 2010.

## **POWERSENSE HAS BECOME IBM SAFE COMPLIANT AND VALIDATED**

PowerSense announces that the PowerSense product range DISCOS<sup>®</sup>, has now become IBM SAFE compliant and validated.

The IBM SAFE software platform, "Solution Architecture for Energy and Utilities Framework (SAFE)," is developed to help utilities accelerate Smart Grid programs and help smaller Smart Grid vendors make their applications and services utility ready. The SAFE framework attempts to provide a standard based software platform for a variety of utility operations, and uses elements of existing IBM software such as WebSphere, Tivoli, Rational, Lotus and Information Management products.

The SAFE functionality addresses a variety of utility operations, focusing on seven areas in particular:

- DONG Energy is fellow shareholder in the company
- Asset, device and service monitoring
- Asset lifecycle management
- Informed decision making
- Improved customer experience
- Business process automation
- Regulatory, risk and compliance management
- Security solutions

By using the SAFE platform utility companies working with IBM and PowerSense will get a faster and more efficient integration of their smart grid solutions.

**For more information on IBM's new platform to drive smart utility innovation and operational efficiency please see the below press release from IBM.**

<http://www-03.ibm.com/press/us/en/pressrelease/28412.wss>

### **Company background**

PowerSense was established on September 1, 2006. The business foundation for PowerSense was a new and promising sensor technology which was initially owned by NESA A/S, but following a merger with DONG Energy A/S in 2006, the sensor technology was channeled into an independent company. Using modern phrasing PowerSense is a spin-off from DONG Energy A/S, which is the largest utility in Denmark serving 1.5 M utility customers.

With the beginning of 2002, NESA A/S made it clear that there was a need for digitalizing and optimizing the infrastructure which delivers power to the customers. When no products could be found on the market that matched the standards for such a device, it was decided to start development independently. This was the beginning of the DISCOS<sup>®</sup> Sensor System, which now has become one of the most advanced sensor and monitoring equipments on the market, able to monitor power, voltage and phase angles, to mention a few.

At present day PowerSense is an independent company owned by DONG Energy A/S and BankInvest Group\*

PowerSense primarily uses Danish production companies, however, specific parts are produced in China.

Today, PowerSense exports approx. 99% of all production, in which Australia is by far the largest market.

PowerSense's achievement from being an entrepreneur company to being a company with a high technological development and production was solidified in 2009 when PowerSense was honored as one of Denmark's quickest growing 'GreenTech' companies as well as one of the 15 quickest growing companies in Europe.

*\*BankInvest is a Danish investment bank with stocks in the utility sector through the New Energy portfolio, in which PowerSense is the most mature of the companies.*

### **Market**

PowerSense delivers the newest within the field of monitoring and control equipment as well as integrated supervision of the medium and low voltage distribution network. This technology makes it possible for future oriented utilities to prepare their existing distribution infrastructure to the future's GridNet.

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### **The management**

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